

Mime-Version: 1.0
Date: Mon, 11 Dec 1995 13:15:21 -0800
To: deanna
From: brewster@wais.com (Brewster Kahle)
Subject: WAISserver: sorry to bother you with this...

Please print and save.

-brewster

>Date: Fri, 8 Dec 1995 16:33:24 -0800
>To: leonsis@aol.com
>From: brewster@wais.com (Brewster Kahle)
>Subject: WAISserver: sorry to bother you with this...
>
>
>Ted,
>
>I suggest we let WAISserver leave AOL. It will protect AOL's reputation
>and benefit the world. As fate has it, WAISserver is now in your court.
>I think that most people would like the issue would "just go away".
>I believe I can help with this. This is in the court of a manager at Medior,
>but I thought you might appreciate knowing what is going on. Your vote is key.
>
>I am tied to this because in the Internet world, my middle name is "WAIS".
>
>Soon after acquisition AOL changed strategy from running WAIS as a
>separate sub.
>Development on WAISserver was stopped 8 months ago.
>The support offered has been pissing off important players:
> * The White House sent you a note (included below),
> * Commitments to the CIA have been neglected,
> * The House of Representatives are not happy,
> * An Encyclopaedia Britannica agreement has been in limbo for months.
>WAIS is strategically important to US Gov info policy (see note
>from Small Business Administration below).
>
>Control was shifted from me to David Kaiser right after acquisition. Then
>Navisoft pushed the product to raise cash. Now Medior is responsible for it.
>No one seems to want this product or the WAIS name. I sent this plan to Barry
>a few weeks ago. He said it was all going to be handled quickly.
>
>I suggest we move quickly to get the WAISserver out of AOL in such a way
>that AOL does not have to support it anymore, and AOL looks good for
>"giving back to the net".
>
>I see three major options:
> 1. Give it away and continue the support responsibility;
>OR
> 2. Give it or sell it to some other company;
>OR
> 3. Spin it off by giving it to former WAIS employees that want to run
>with it. AOL has perpetual license to use the product in any way it wants
>to.
>
>#1 still costs and has liability. #2 will probably be as rocky as giving
>it to Navisoft was (need to transfer people with code).
>
>I suggest #3. A few people could leave (keeping stock options) to create a
>separate company that will take over the product (support it and sell it if
>they want to). This would require about 4 people including a leader (1

>played off person has already expressed interest). It could keep the WAIS
>name. To give it credibility and possibility I could consult part-time
>(if Mike Connors agrees). We could lend office space for 6 months,
>and no money would change hands.

>
>This could be an easy agreement to write up if we keep it clean. If this is
>what we want to do, this chapter can be closed during my trip east on Dec.
>15-19.

>
>Please let me help in this matter.

>
>-brewster

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>
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>

>>Return-Path: <dlytel@ostp.eop.gov>
>>Return-Path: <dlytel>
>>Date: Tue, 5 Dec 1995 17:32:56 -0500 (EST)
>>From: David Lytel <dlytel@ostp.eop.gov>
>>To: Ted Leonsis <leonsis@aol.com>
>>CC: Eliot Christian <echristian@isd.mnl.wr.usgs.gov>, Peter Weiss
>> <weiss_p@a1.eop.gov>
>>Subject: Commercial WAIS and compliance with Govt Info Locator Standard
>>Content-Length: 1769

>>
>>Ted,

>>
>>An important work assignment appears to have dropped onto the floor
>>following AOL's acquisition of WAIS, Inc. It is extremely important for
>>government agencies that have acquired commercial WAIS software, since the
>>agencies have done so in order to meet a requirement for compliance with
>>the Government Information Locator Service (GILS), which is specified in
>>Federal Information Processing Standard (FIPS) 192. This service has been
>>enacted into U.S. law and all Federal agencies must be in compliance by
>>December 31, 1995.

>>
>>It now appears that commercial WAIS is not compliant with FIPS 192.
>>Reportedly, WAIS Inc is promising compliance in WAIS version 3. But we
>>have no firm date for delivery of WAIS version 3, so we can't be sure
>>whether or not this is a satisfactory answer.

>>
>>This defective software is a very serious matter, affecting all of the
>>Federal agencies that have acquired commercial WAIS. We are afraid that
>>work has been halted on support of the USMARC record syntax and that there
>>are bugs in the way result sets are handled.

>>
>>We need to determine that version 3 of commercial WAIS will be fully
>>compliant with FIPS 192, and that it will be delivered at no charge to
>>current Federal customers before December 31, 1995.

>>
>>Thank you for helping us with this. GILS compliance by government
>>agencies will be the foundation to a very important service improvement
>>for citizens of both the US and the Internet.

>>
>>-- David

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>>=====

>> David Lytel	
>> Office of Science and Technology Policy	+1 202.456.6037
>> The White House	fax 456.6023

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>>From: Sury Chudamani <chuda@www.sbaonline.sba.gov>
>>Subject: Price of WAISServer ??
>>To: frontdesk@wais.com
>>Date: Fri, 8 Dec 1995 08:42:14 -0500 (EST)
>>Cc: chuda@www.sbaonline.sba.gov (Sury Chudamani)
>>Mime-Version: 1.0
>>
>>
>> Hi I sent this e-mail yesterday:
>>
>> I looked through you web page for a price list on WAIS Server.
>>
>> We have a SPARC 20 running Solaris 2.4 and
>> would like the pricing on your WAISServer.
>> Does it include support/upgrades ?
>>
>> We need it to use with our GILS effort at SBA.
>>
>> Thanks a lot
>> chuda
>>
>>
>> TOM CALLED ME BACK YESTERDAY(12/7) AND SAID THAT THE PRICE WAS 15K.
>> HE ALSO SAID THAT "DILIP" WOULD CALL ME WITH TECH. INFO.
>>
>> Since I do not have phone mail its hard to reach me.
>> It ends up with an operator.
>> Please page me at 202-843-7784
>>
>> Please fax the price quote to 202-205-7064 Attn: John Hood.
>>
>> Thanks
>> chuda
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>>=====

>>Sury Chudamani (Sytel)	Phone : (202) 205 - 6399
>>U.S. Small Business Administration	E-Mail: chuda@sbaonline.sba.gov

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